

# YOUNG ENGINEERS IN ASHRAE (YEA) LEADERSHIP WEEKEND



**Build your company's future leaders**

**Growth Through Learning:** *"Personal development and ongoing learning is not an option or a luxury, it is essential for success in selling and in life!" -Ralph Kison*

**Are your employees initiators or implementers?**

**How will they best accelerate, support, and contribute to your organization?**

**How can they efficiently use their personality and skill set to further enhance your organization?**

**YEA Leadership Weekend (YLW)** is led by Ralph Kison as he guides individuals through a self-discovery process that reveals their strengths, talents, gifts and passion. From there it's all about identifying high pay-off, high impact jobs and activities that fully utilize their I.Q., E.Q, and P.Q. YLW also features YEA Society leaders who provide an overview of ASHRAE as it applies to the Society, Region, and Chapter levels, as well as how to get involved. Any YEA member is welcome to attend.

## **YLW Facilitator – Ralph Kison**

As President of Kison Inc., Ralph works with companies and associations across North America in business-to-business and professional services environments. After working with Ralph, clients typically see:

- Increased employee engagement and contribution
- Improved organizational clarity and alignment amongst teams
- Creation of common organizational values and culture.

Ralph's career includes extensive experience in leadership, management and consulting and he is viewed as a strategic partner by many clients because of the insight, perspective, and passion he brings to projects and business relationships. Ralph is a graduate of the University of British Columbia Marketing and Sales Management Program. He is a Certified Marketing Executive (CME), Certified Sales Executive (CSE), and a member of ASHRAE.

## **What's In It For YLW Attendees?**

- Increased self-awareness, personal effectiveness and confidence
- Development of a powerful personal branding and positioning strategy
- Discovery of how to apply their strengths for maximum impact in their professional and personal communities
- Improved business development and selling skills

## **YEA Leadership Weekend is conducted twice per year:**

- Fall located on the East Coast; Spring located on the West Coast
- Optional Technical Tour
- Friday afternoon through Sunday afternoon
- Maximum of 30 participants accepted on first-come first-served basis
- Sponsorship available within most ASHRAE Chapters and Regions

**Register at [ashrae.org/YLW](http://ashrae.org/YLW)**



## TESTIMONIALS FROM PREVIOUS ATTENDEES:

*"Life changing!"*

*"Jump started my career!"*

*"Career advancement"*

*"It made me re-evaluate my perspective."*

*"The knowledge gained here is applicable to everyone."*



*"By attending YEA Leadership Weekend, I was able to understand my personality profile, which has allowed me to work better in various work group situations and I am more understanding of other people."*

*"Learning about ASHRAE at YEA Leadership Weekend has helped me move up within my Chapter and encouraged me to attend TC meetings at ASHRAE Conferences. In the office, the leadership portions of the weekend helped me take on more active roles dealing with clients and assisting co-workers."*

*"The training I gained from YEA Leadership Weekend has been valuable in learning how to deal with different types of personality types. In addition, I have been able to plan new successful YEA events for my chapter through the ideas that I learned from other YEA members who attended this event."*

*"I became more self-aware of my strengths and weaknesses in how I communicate with colleagues, clients, and others."*



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